

Credit Union Report

Credit Unions Expand Services to Members in '87

Credit unions continued to grow in 1987, showing that, as democratically controlled cooperatives, they can respond quickly to their members' needs. Home equity loans and credit cards proved popular among members in 1987, leading the field of fastest growing credit union services. In December, 24% of credit unions were offering home-equity loans, up 7% from 17% in 1986. This was expected, because the new tax law made these loans more attractive.

The number of credit unions offering credit cards increased 4.4%, to 20%. As recently as December 1985, only 10% offered them. Among credit unions with at least \$5 million in assets, 54% offer credit cards. This means that 64% of all credit union members belong to credit unions offering credit cards. Credit cards have proven themselves the most successful new payment system since the check.

1987 was also a strong year for growth in credit union loans outstanding, which stood at \$110.8 billion, a 15% increase over 1986. Loans had the fastest growth rate since 1984.

Reserves grew 13.1%, to \$7.7 billion, and assets grew 9.6% to \$181.9 billion.

Savings (shares and deposits) increased from \$152.6 billion to \$166.1 billion, an 8.7% increase.

Nearly all the savings growth occurred during the first half of the year. Until June, credit unions experienced the same rapid 20%-per-year growth rate as in the previous two years. But savings growth suddenly dropped, declining in the second half. Assets continued to grow slightly, thanks to an increase in borrowings and other liabilities.

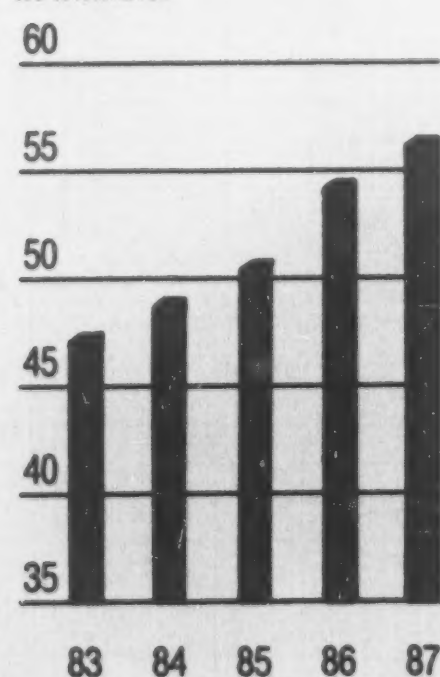
First mortgages have become more common at credit unions over the past year: 29% offered them at year-end 1987, compared to 26% the year before.

Some 51% of credit unions were serving multiple employee groups at year-end 1987, compared to 50% in 1986.

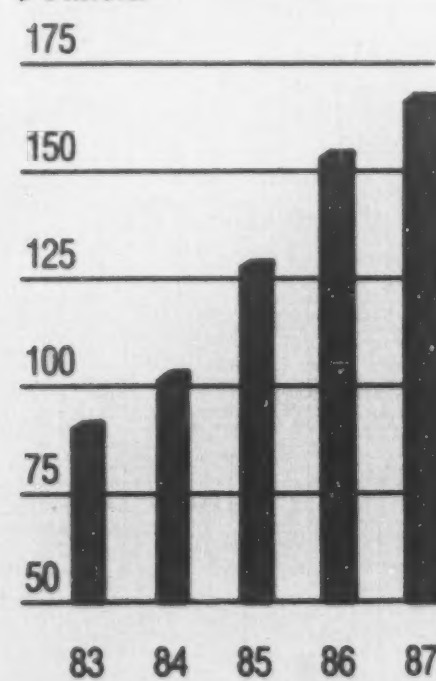
Although the number of credit unions decreased from 16,910 to 16,316, a 3.5% drop, more than 1.5 million more Americans became credit union members, bringing total membership to 55.7 million, a 2.9% increase over 1986.

Investments saw a big change from the 40% growth rates of the previous two years. Because of strong loan growth and milder savings inflows, investments ended the year unchanged.

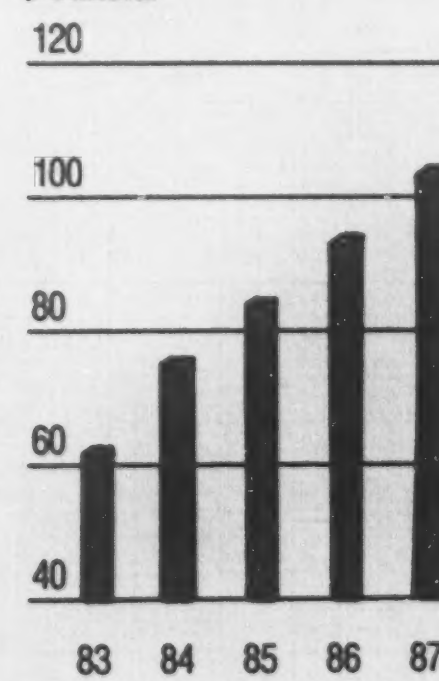
Number of Members
in millions



Savings
(Shares and Deposits)
\$ billions



Loans Outstanding
\$ billions



U.S. Credit Union Totals

\$ millions

	# of Credit Unions	# of Members	Savings (Shares & Deposits)	Loans Outstanding	Reserves	Assets
1987	16,316	55,653,124	\$166,045	\$110,828	\$7,707	\$181,948
1986	16,910	54,086,729	152,693	98,397	6,816	166,063
1985	17,581	51,721,700	125,512	85,139	5,330	137,168
1984	18,375	49,288,223	102,564	75,442	4,646	112,960
1983	19,095	47,507,019	89,693	60,517	3,951	98,327
1982	19,897	46,693,623	74,847	51,488	3,560	82,680
1981	20,768	45,313,237	64,649	50,371	3,339	72,295
1980	21,467	44,047,759	61,748	48,707	3,118	68,996
1979	21,983	41,355,370	55,878	51,230	2,943	64,193
1978	22,204	40,813,117	52,728	49,436	2,751	61,022
1977	22,383	38,851,813	45,997	41,214	2,544	53,043
1976	22,582	33,700,390	38,585	33,926	2,267	44,303
1975	22,678	31,321,234	32,800	28,105	2,015	37,554
1970	23,688	22,776,676	15,484	14,100	1,125	17,951
1965	22,219	16,753,106	9,249	8,095	569	10,552
1960	20,456	12,037,533	4,975	4,377	272	5,653
1955	16,201	8,153,641	2,447	1,934	110	2,743
1950	10,591	4,610,278	850	680	52	1,005
1945	8,683	2,842,989	369	127	24	435
1940	9,023	2,826,612	222	190	NA	253
1935	3,372	641,797	38	36	NA	50
% change 1986-1987	-3.5%	2.9	8.7	15.0	13.1	9.6
% change 1977-1987	-27.1	51.0	261.0	168.9	202.9	243.0

p-preliminary

Percent of Credit Unions Offering Selected Services by Asset Size

1987 \$ millions

	0-1.2	1.2-5	5-10	10-20	20-50	50-100	100-200	200-500	500-1000	1000+	Total CUs
Once a member, always a member	70.4%	79.8%	84.9%	90.3%	92.9%	95.3%	94.6%	95.2%	95.1%	93.5%	88.2%
Common bond includes family members	73.7	85.7	88.1	92.7	93.8	96.0	96.8	96.6	96.0	97.6	90.7
Service package for retirees	1.3	2.0	1.8	2.7	6.0	11.1	16.8	28.5	41.1	40.2	8.6
Special program for youths	3.2	3.4	2.5	3.6	6.1	9.8	11.5	15.6	25.7	22.1	7.0
Multiple employee groups	26.1	29.6	37.6	43.7	52.9	57.7	64.7	68.2	70.6	67.9	47.3
Discount brokerage	1.1	1.1	2.1	2.5	5.4	9.1	14.1	21.1	25.8	28.5	6.8
Auto leasing	1.2	0.7	0.9	1.1	1.8	2.4	4.1	7.9	9.7	9.3	2.4
Pre-authorized payments	4.1	5.6	6.6	12.0	23.2	39.4	45.6	56.0	66.3	73.1	23.4
Direct Deposit (ACH):											
Federal recurring payments	6.5	10.9	17.6	31.2	53.0	75.6	85.4	91.5	94.0	96.8	45.2
For loan payments	62.8	77.2	82.7	85.0	90.0	92.4	94.8	95.4	96.6	96.8	85.4
Net pay	21.0	32.1	36.7	38.8	51.8	63.6	73.0	81.9	90.7	94.0	49.5
To savings	64.7	75.9	81.9	85.8	90.0	93.1	94.6	95.1	96.0	95.9	85.4
Money orders	2.5	6.7	10.5	19.3	32.8	49.6	60.9	72.0	77.8	74.5	30.7
Safe deposit boxes	1.9	1.9	1.3	1.5	1.2	4.4	11.7	28.4	45.0	44.8	6.5
Remedial financial counseling	7.5	12.1	14.4	18.6	26.9	38.1	44.6	47.7	51.4	50.8	25.6
Financial planning	7.0	8.9	10.6	13.4	16.7	22.7	22.8	24.3	24.1	22.9	15.5
ATM cards	1.0	0.7	0.7	2.0	6.2	19.4	36.9	61.2	80.1	88.7	15.1
Debit cards	1.1	0.6	0.8	0.9	1.9	4.9	11.1	18.1	22.9	28.9	4.6
Credit cards	1.2	0.9	1.0	2.7	11.6	34.2	54.3	69.2	82.2	80.8	19.9
Share drafts	3.0	3.0	5.8	16.9	42.8	68.7	81.2	87.4	93.3	94.4	36.9
IRAs	2.1	6.6	16.4	37.8	59.3	79.9	87.5	94.0	96.3	97.6	47.1
Travelers checks	2.0	6.0	11.8	25.3	45.0	65.3	79.5	87.2	94.1	93.1	39.0
Money market accounts	1.7	2.5	5.3	9.3	17.5	34.9	47.1	61.1	74.2	69.6	21.2
Business checking	1.8	2.4	2.9	8.6	22.7	39.7	48.4	54.7	60.6	49.0	21.3
Christmas clubs	23.1	37.0	44.1	52.5	64.8	70.8	73.1	76.0	74.1	68.8	55.2
Vacation clubs	9.7	16.6	22.7	27.3	38.3	42.4	43.4	44.9	44.0	43.2	30.7
Home equity loans (open end)	2.6	2.8	6.6	11.4	23.4	37.1	48.2	64.8	75.0	86.0	23.9
First mortgage loans	4.5	6.7	13.2	17.2	29.0	43.3	56.4	72.2	78.2	87.6	29.3
Other second mortgage	3.8	6.3	12.0	19.3	35.4	53.5	67.9	78.5	83.4	87.8	33.3
Home improvement	42.0	54.0	56.3	62.8	71.0	77.2	84.3	88.1	92.6	91.2	66.8
Consolidation loans	40.0	55.8	61.3	70.6	78.9	86.5	90.3	91.4	93.8	91.1	72.0
Trust accounts	4.9	6.0	7.7	10.0	18.2	26.3	31.1	38.7	44.5	47.4	17.5

State by State—1987

	# CUs	# State Charter	# Federal Charter	# Over \$50,000,000 Assets	Members	Membership/ Population	Savings (\$000)	Loans Outstanding (\$000)	Reserves (\$000)	Assets (\$000)	First Mortgage Loans (\$000)	Certificates (\$000)	Share Drafts (\$000)	IRAs (\$000)
Alabama	242	97	145	12	974,441	23.9%	\$ 2,727,510	\$ 1,866,245	\$ 131,432	\$ 2,972,525	\$ 337,078	\$ 672,836	\$ 250,181	\$ 306,008
Alaska	19	2	17	4	310,256	59.1	1,141,115	694,315	44,793	1,288,783	98,263	82,757	169,236	157,048
Arizona	88	37	51	15	790,641	23.4	2,085,778	1,500,106	98,156	2,268,348	83,602	322,603	280,630	344,147
Arkansas	121	35	86	1	167,836	7.0	384,688	262,483	25,642	429,629	40,347	37,479	15,706	44,077
California	1,068	333	735	119	6,744,244	24.4	23,121,538	16,467,933	1,039,280	25,210,392	2,903,546	2,634,677	2,241,375	3,401,450
Colorado	236	101	135	18	1,044,901	31.7	2,936,524	1,865,194	120,238	3,203,399	250,689	608,071	300,238	447,271
Connecticut	337	112	225	10	903,633	28.1	2,512,180	1,799,499	109,694	2,715,872	255,425	358,196	166,013	365,182
Delaware	61	0	61	1	134,321	20.9	376,718	268,758	21,667	407,660	42,707	34,723	19,919	45,479
D.C.	117	0	117	9	521,565	83.9	1,635,423	1,083,076	63,651	1,759,551	239,891	225,742	231,340	211,067
Florida	400	187	233	36	2,373,607	19.7	7,394,174	4,829,587	326,933	8,080,763	784,901	1,363,066	757,112	1,017,940
Georgia	362	143	219	11	1,091,907	17.6	3,308,954	2,043,240	123,719	3,606,477	257,310	375,888	252,094	377,322
Hawaii	139	6	133	11	484,307	44.7	1,975,129	1,208,433	95,834	2,187,557	196,546	228,246	120,873	175,190
Idaho	107	59	48	1	269,929	27.1	551,459	424,800	20,818	598,796	34,829	95,986	73,457	65,847
Illinois	1,026	744	282	22	2,132,105	18.4	6,805,143	3,361,934	298,192	7,750,524	334,337	619,769	399,665	920,480
Indiana	387	78	309	22	1,467,860	26.5	4,233,665	2,443,447	145,337	4,551,425	381,519	699,636	364,642	480,595
Iowa	276	269	7	4	593,351	20.9	1,363,787	841,346	96,334	1,512,487	64,846	192,693	107,740	149,311
Kansas	198	155	43	6	535,282	21.6	1,330,242	923,529	60,205	1,436,699	119,642	324,911	85,113	166,414
Kentucky	200	83	117	5	512,478	13.8	1,309,707	836,790	74,939	1,433,039	131,007	169,125	108,189	185,955
Louisiana	395	87	306	3	678,391	15.2	1,720,430	1,235,509	91,206	1,900,119	192,643	222,745	96,276	167,661
Maine	121	15	106	2	429,693	36.7	1,157,565	784,372	56,722	1,257,729	163,878	264,492	138,160	122,159
Maryland	195	23	172	17	1,039,737	22.9	3,359,990	2,254,512	153,541	3,611,495	305,164	229,492	251,141	531,543
Massachusetts	478	223	255	42	2,024,288	34.6	7,101,648	5,000,134	266,385	7,720,393	2,039,788	1,560,484	429,612	889,021
Michigan	680	445	235	38	3,366,991	36.6	8,817,841	5,432,381	439,929	9,627,483	534,136	997,575	838,717	1,139,261
Minnesota	258	208	51	13	933,053	22.0	2,551,565	1,719,682	113,493	2,815,527	301,035	311,988	281,566	297,704
Mississippi	178	55	123	1	312,839	11.9	680,951	472,639	29,676	752,832	44,328	62,910	41,908	94,753
Missouri	283	257	26	8	866,816	17.0	2,462,274	1,488,700	122,579	2,680,910	256,046	270,224	213,041	341,153
Montana	108	22	87	3	267,679	33.1	650,371	403,737	31,761	690,340	46,382	89,912	57,215	56,998
Nebraska	123	53	70	3	287,353	18.0	801,482	456,471	41,538	877,070	78,130	115,830	43,644	141,067
Nevada	40	9	31	5	262,124	26.0	894,685	642,257	29,513	956,747	130,483	79,823	86,965	144,236
New Hampshire	52	31	21	4	307,479	29.1	973,212	784,118	40,301	1,053,520	161,324	239,636	99,250	120,977
New Jersey	477	36	441	11	1,025,230	13.4	2,991,143	1,697,234	119,354	3,249,222	234,440	286,772	208,584	375,960
New Mexico	75	35	41	7	303,456	20.2	967,215	745,294	35,205	1,042,132	158,656	199,539	109,622	123,444
New York	962	72	890	35	2,729,957	15.3	8,343,411	5,974,141	501,149	9,202,332	1,002,670	1,146,451	711,199	1,221,353
North Carolina	281	177	104	10	1,041,839	16.3	3,612,364	2,581,752	170,296	3,999,445	401,703	472,767	277,688	523,459
North Dakota	87	62	25	2	158,124	23.5	429,685	259,809	22,842	468,682	40,921	115,693	61,848	24,589
Ohio	997	498	499	20	2,323,517	21.6*	5,440,216*	3,483,897*	258,683*	5,920,631*	430,269*	540,253*	461,823*	678,267*
Oklahoma	129	44	85	9	707,473	21.6	2,155,209	1,208,277	98,570	2,313,036	186,136	400,187	309,031	288,658
Oregon	163	30	133	9	751,297	27.6	2,040,305	1,488,777	81,369	2,225,759	246,298	267,108	240,551	342,813
Pennsylvania	1,235	159	1,076	18	2,172,923	18.2	5,973,688	3,892,738	210,579	6,469,007	757,846	583,919	355,009	708,202
Puerto Rico	298	281	37	5	637,703	19.4*	1,403,928*	1,133,255*	87,866*	1,691,964*	130,831*	236,130*	—0—	2,387*
Rhode Island	76	62	14	14	413,679	42.0	1,718,985	1,446,138	121,713	1,958,341	986,454*	474,306*	170,273*	151,329*
South Carolina	143	35	108	9	625,857	18.3	1,558,325	1,265,718	72,840	1,714,890	231,951	345,472	190,302	164,646
South Dakota	79	0	79	1	152,318	21.5	289,378	203,751	12,633	314,998	18,692	58,994	34,467	28,258
Tennessee	385	249	136	15	1,126,642	23.2	3,329,022	2,343,296	163,404	3,662,495	483,452*	724,708	230,163	427,780
Texas	1,040	399	641	50	3,913,714	23.3	11,255,828	7,062,518	462,450	12,410,797	776,732	1,969,120	1,204,454	1,630,754
Utah	204	150	54	9	768,483	45.7	1,940,012	1,484,257	125,059	2,114,351	102,877	312,477	198,048	241,383
Vermont	66	60	6	2	127,041	23.2	294,576	244,581	12,932	316,898	28,497	36,112	21,271	25,980
Virginia	348	109	239	18	1,720,127	29.1	7,257,044	5,168,621	411,934	8,007,981	792,921	1,003,213	1,132,817	1,321,119
Washington	246	126	120	21	1,380,304	30.4	4,612,508	2,843,812	142,871	5,004,387	441,421	442,416	564,985	681,225
West Virginia	174	20	154	2	240,342	12.7	654,416	401,487	38,008	714,523	52,782	78,058	27,705	60,616
Wisconsin	510	507	3	12	1,392,065	29.0	3,217,926	2,341,085	228,234	3,544,677	570,952	644,599	353,603	349,124
Wyoming	43	0	43	0	111,941	22.9	244,464	154,214	10,287	262,806	6,260	33,250	35,677	23,809
Total	16,316	6,940	9,376	725	55,653,124	22.1%	\$166,095,402	\$110,827,908	\$7,707,595	\$181,946,254	\$18,956,650	\$23,867,258	\$15,359,741	\$22,277,555

This data taken from NCUA Form 5300 Call Report and State Call Reports

*This data is estimated.

Distribution of Consumer Savings

\$ millions

	December, 1986		December, 1987		Change 1986-1987	
	Outstanding	Market Share	Outstanding	Market Share		
Commercial Banks	\$1,213.6	47.0%	\$1,261.4	46.7%	\$47.8	3.9%
Savings Institutions	814.3	35.4	853.5	35.3	39.2	4.3
Credit Unions	152.7	5.9	186.0	6.1	33.3	8.7
MMMFs	208.0	8.1	221.1	8.2	13.1	6.3
U.S. Savings Bonds	91.9	3.6	100.6	3.7	8.7	9.5
Total	\$2,580.5	100.0%	\$2,702.6	100.0%	\$122.1	4.7%

Share of Instalment Credit Outstanding by Selected Lenders

\$ millions

not seasonally adjusted

	December, 1986		December, 1987		Change 1986-1987	
	Outstanding	Market Share	Outstanding	Market Share		
Commercial Banks	\$265,926	45.8%	\$285,856	45.9%	\$19,930	7.5%
Finance Companies	134,660	23.2	141,118	22.7	6,458	4.8
Credit Unions*	75,903	13.1	81,033	13.0	5,130	6.8
Savings Institutions**	58,314	9.8	64,080	10.3	7,165	12.6
Retailers***	43,499	7.5	48,907	7.5	5,417	7.9
Gasoline Companies	\$271	0.6	3,604	0.6	3,333	10.2
Total	\$580,164	100.0%	\$622,617	100.0%	\$42,453	7.3%

*CUNA adjusts Federal Reserve credit union totals to more accurately reflect credit union lending.

**Includes S&Ls, MSBs, and federal reserve savings banks.

***Includes auto dealers and excludes 30-day charge credit held by travel and entertainment companies.

Share of Auto Loans Outstanding by Selected Lenders

\$ millions

	December, 1986		December, 1987		Change 1986-1987	
	Outstanding	Market Share	Outstanding	Market Share		
Finance Companies	\$92,360	37.5%	\$98,026	36.7%	\$5,676	6.1%
Commercial Banks	100,907	41.0	106,438	40.6	7,531	7.5
Credit Unions	37,413	15.8	43,674	16.3	5,061	13.2
Savings Institutions	14,439	5.9	17,242	6.4	2,803	19.4
Total	\$246,109	100.0%	\$267,180	100.0%	\$21,071	8.6%

*Recent revisions of this data by the Federal Reserve mean market share figures are different from those reported in the 1985 CU Report.

Credit Union Employees by Asset Size

	# CUs	Full-time	Part-time	Volunteers
Less than \$500,000	3,632	1,000	3,280	38,589
500,001—1,000,000	2,084	1,042	2,292	25,008
1,000,001—2,000,000	2,308	2,537	2,537	28,825
2,000,001—5,000,000	3,079	7,082	3,387	41,567
5,000,001—10,000,000	1,834	8,620	2,017	25,483
10,000,001—20,000,000	1,375	12,238	2,083	19,388
20,000,001—50,000,000	1,148	21,582	3,214	16,980
50,000,001—100,000,000	411	17,550	2,713	6,124
100,000,001 & Over	323	35,982	4,522	9,482
Total	16,193	108,874	25,908	208,890

Credit Union Terms

Shares: Approximately equivalent to passbook savings accounts. The average dividend rate for shares is 6.6%.

Dividends: Interest paid on shares. Rates are set by the credit union's board of directors, and may not exceed credit union earnings.

Share Drafts: Interest-paying transaction accounts. Approximately equivalent to checking accounts.

Common Bond: The unifying common interest that legally defines who may become a member of a credit union.

Corporate Central Credit Union: A credit union that serves other credit unions in a single state or several adjoining states.

Credit Union League: The trade association serving credit unions in each state.

Credit Union National Association (CUNA): The national trade association that, through the state leagues, serves 91.3% of the U.S. credit unions.

World Council of Credit Unions (WOCCU): The international association that aids in the development of the worldwide credit union movement.

A Typical Credit Union

While every credit union is unique, some general characteristics are found in the following asset categories:

Less than \$1 million: These credit unions are concerned with steady, solid growth. They offer their members a basic service package that includes shares and loans. The average membership for a credit union with between \$1 million and \$2 million in assets is 871, the average savings per member is \$1,500, and the average size of a loan outstanding is \$2,718.

\$5 million: Credit unions that have reached this asset size have expanded their membership sufficiently to allow for an extended service profile. They may offer share drafts, individual retirement accounts, larger consumer loans, automated teller access, and credit cards. The average membership for credit unions with between \$5 million and \$10 million in assets is 2,810, the average savings per member is \$2,303, and the average size of a loan outstanding is \$3,431.

\$50 million: It is likely that these credit unions have integrated high technology into most aspects of their operations, with many moving toward electronic account access via telephone and home computer. The average membership base of a credit union with between \$50 million and \$100 million in assets is 20,352, the average savings per member is \$3,163, and the average size of a loan outstanding is \$3,949.

Key Facts About America's Credit Unions

Credit Union Statistics

- Credit union membership totals 55.7 million.
- Credit union assets stand at almost \$182 billion.
- Credit union savings exceed \$166 billion.
- Credit union loans outstanding total almost \$111 billion.
- There are approximately 16,300 credit unions. About 9,376 are chartered under federal law, while the remaining 6,940 are chartered under the laws of various states.
- Nearly 100% (99.95%) of all credit union savings were insured under federal or state programs at the end of 1987. Only 8 credit unions have decided to remain uninsured. (7 in Idaho, one in New Hampshire. These states have no insurance requirements for CUs, and the CUs vote annually on whether to become insured.)
- Accounts are typically insured up to \$100,000, and some states provide even greater coverage.
- Total credit union assets at the end of 1987 were about 18.6% of total S&L assets and about 6.4% of total commercial bank assets.
- About 91.3% of credit unions are part of a national support system made up of state leagues, the corporate credit union network, CUNA and its affiliates. This cooperative system enables credit unions to provide innovative, cost effective services to their members.

Why Are Credit Unions Unique?

- Credit unions are not-for-profit financial cooperatives, organized solely to meet the needs of their members.
- Credit unions offer a variety of savings and lending services. While each credit union service profile is different, many offer life savings and loan protection insurance at no additional cost to the member, payroll deduction plans, share drafts (checking), money orders, debit and credit cards and IRAs. Larger credit unions may offer services like home equity and real estate loans.
- Money earned through payment of interest on loans and income from investments (after operating expenses and reserves) is returned to the members in the form of dividends on savings, interest rebates on loans and expanded services.
- Each credit union is governed by its members. The membership elects unpaid, volunteer officers and directors who establish the policies under which the credit union will operate. Officials must be from within the credit union's membership.
- Voting is under democratic principles, no matter how much money, or how little, a member has in shares (savings).
- To join a credit union, a person must be within its field of membership. Membership is based on a common bond, or common interest. Typical common bonds include an employer, association, religious or fraternal affiliation or community.

Average Loan Rates by Credit Union Asset Size

	Less than \$5	\$5-20	\$20+	All CUs
Personal (unsecured)				
1980	13.4%	14.0%	14.6%	13.5%
1981	15.7	17.3	17.4	15.9
1982	15.7	17.0	17.4	15.9
1983	16.2	16.1	16.7	16.3
1984	15.4	16.4	16.9	15.6
1985	15.7	16.2	16.3	16.2
1986	14.8	15.1	14.8	14.8
1987	14.5	14.6	14.5	14.5
New Auto				
1980	13.1	13.5	13.9	13.2
1981	15.0	15.5	15.8	15.1
1982	15.0	15.6	14.9	15.1
1983	13.1	12.9	13.2	13.1
1984	13.3	13.3	13.6	13.3
1985	12.6	12.6	12.7	12.6
1986	11.9	11.2	10.7	10.8
1987	10.7	10.5	10.2	10.3

Composition of Savings by Quarter

	Qtr.	Share Drafts	Certs/MMA	IRAs	Regular Shares
1980	4	4.1%	20.7%	—	75.2%
1981	4	5.3	27.4	—	67.3
1982	4	6.8	30.2	2.1	63.1
1983	4	8.0	27.4	5.5	59.1
1984	4	8.6	25.3	8.5	53.6
1985	4	8.9	28.1	11.0	52.0
1986	4	9.1	26.5	12.7	51.7
1987	1	9.3	24.2	12.9	53.6
	2	9.3	22.2	13.2	55.3
	3	9.1	21.9	13.5	55.6
	4	9.4	21.7	13.6	55.3

Distribution of Credit Unions by Common Bond

Residential	5.8%
Associational	16.9
Occupational	77.3
Manufacturing	30.3
Wholesale & Retail	3.0
Government	17.3
Education	9.6
Other occupational	17.1

Distribution of Credit Unions by Asset Size

\$0-500,000	22.4%
500,001-1,000,000	12.9
1,000,001-2,000,000	14.2
2,000,001-5,000,000	19.0
5,000,001-10,000,000	11.3
10,000,001-20,000,000	8.5
20,000,001-50,000,000	7.1
50,000,001-100,000,000	2.6
100,000,001 & over	2.0
	100.0%

Average Dividends Paid On All Savings

	Qtr.	Rate
1980	4	7.3%
1981	4	8.6
1982	4	7.7
1983	4	7.6
1984	4	8.3
1985	1	8.0
	2	7.7
	3	7.6
	4	7.6
1986	1	7.2
	2	7.0
	3	6.6
	4	6.6
1987	1	5.5
	2	5.6
	3	6.3
	4	6.6

Operating Ratios by Asset Size

	\$0-5	\$5-1	\$1-2	\$2-5	\$5-10	\$10-20	\$20-50	\$50-100	\$100+	Total
Loans Outstanding/Savings	73.8%	76.1%	74.0%	70.4%	67.4%	65.5%	65.7%	67.2%	65.6%	66.5%
Capital/Assets	12.8	10.7	9.4	8.3	7.7	7.4	6.8	6.6	6.4	7.0
Operating Expense/Income	43.2	39.3	36.9	34.3	33.1	31.9	31.5	31.5	27.0	30.3
Share Drafts/Savings	0.6	0.5	1.5	3.2	5.7	7.1	9.0	11.4	11.3	9.4
Certificates/Savings	2.9	5.8	6.8	8.9	10.9	12.4	14.6	15.9	15.5	14.1
Loans Outstanding/Assets	63.7	67.2	66.4	63.9	61.7	60.1	60.8	62.0	59.6	60.8
Savings/Assets	86.3	88.2	89.7	90.8	91.5	91.7	92.2	92.2	90.8	91.4
Savings/Members*	\$737	\$1,167	\$1,500	\$1,885	\$2,303	\$2,619	\$2,899	\$3,163	\$3,943	\$2,940
Loans Outstanding/Members*	\$544	\$889	\$1,111	\$1,327	\$1,552	\$1,715	\$1,905	\$2,125	\$2,586	\$1,961
Avg. Consumer Loan Made in 1987*	\$1,594	\$2,241	\$2,504	\$3,927	\$2,851	\$3,076	\$3,049	\$4,019	\$4,012	\$3,479
Investments/Assets	30.5%	28.7%	30.3%	32.7%	34.7%	35.7%	34.7%	32.0%	35.7%	34.7%
Members/Potential Members	21.5	29.3	27.5	27.3	24.6	27.9	28.1	28.8	35.2	29.3
Annual Savings Growth	6.9	10.1	10.2	10.1	9.4	9.3	9.5	8.7	9.1	9.2
Annual Loan Growth	5.4	10.4	12.2	13.6	14.7	14.8	16.2	15.4	18.0	15.4
Annual Asset Growth	6.7	9.7	10.1	10.2	9.6	9.6	9.8	9.2	10.6	10.0

*In Dollars

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